

Message Text

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ACTION EUR-12

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UNCLAS BERN 0227

USDOC

USDOC FOR OED/FOREIGN BUYER STAFF AND BUREAU OF EAST-WEST TRADE

EO 11652: NA
TAGS: BTRA SZ
SUBJ: FOREIGN BUYER PROGRAM: PIERRE BOLL

1. PIERRE BOLL, OWNER, OSWALD BOLL & CO., GUSTAV MAURER-
STRASSE 25, 8702 ZOLLIKON, SWITZERLAND, TEL 01/655 080,
TELEX 52 269 WILL VISIT U S FEB 15 THRU MAR 8, 1977,
WITH HIS ASSISTANT. MR ANDREA. ITINERARY: HOUSTON,
AND SAN ANTONIO, TX FEB 15-18; SAN FRANCISCO, CA
FEB 19-25, LOS ANGELES, CAL FEB 25-MAR 8; MAY PROLONG TRIP
BY VISITING EAST COAST IF NECESSARY. INTERESTED IN REPRESENTING U S MANUFACTURERS OF ELECTRONICS PRODUCTION AND TEST EQUIPMENT FOR PRINTED CIRCUITS AND INTEGRATED CIRCUITS, THICK AND THIN FILM TECHNIQUES, AUTOMATIC COMPONENT INSERTION MACHINES FOR PC'S, ETC., PREFERABLY NOT ON EXPORT EMBARGO LIST, IN SWITZERLAND, FED REPUBLIC OF GERMANY, POLAND, AND USSR. PIERRE BOLL ALSO INTERESTED IN REPRESENTING U S MANUFACTURERS OF OIL FIELD EQUIPMENT, PUMPS, DRILLING
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EQUIPMENT IN USSR. IN ADDITION, PIERRE BOLL MIGHT CONSIDER REPRESENTING ADDITIONAL U S PRODUCERS OF OIL AND LUBRICANT ADDITIVES IN SWITZERLAND AND EUROPE. NOTE: IN LATTER PRODUCT CATEGORY BOLL IS INTERESTED IN PRODUCTS SOLD TO OIL INDUSTRY IN EUROPE, NOT IN CANNED, SO CALLED MOUSE MILK.

2. OSWALD BOLL CO WAS ESTABLISHED 1936, EMPLOYS 50. REPORTS

ANNUAL SALES DOLS 13.5 MILLION, OF WHICH SALES EASTERN EUROPE THROUGH RECENTLY ESTABLISHED PIERRE BOLL CO. DOLS 4.3 MILLION. DISTRIBUTES OIL ADDITIVES, ELECTRONIC PRODUCTION EQUIPMENT, OIL FIELD EQUIPMENT ON OWN ACCOUNT OR AS COMMISSION AGENT. REPRESENTS ELECTROVERT, MR VERNON. NY, ALOX CORP., NIAGRARA FALLS, NY; ELCO CORP., CLEVELAND, OH; GIVEN PHI, CITY OF INDUSTRY, CA; MARATHON MORCO, DICKINSON, TS; BISHOP INDS., N. HOLLYWOOD, CA, AND A NUMBER OF OTHER U S AND EUROPEAN COMPANIES. OPERATES FROM NEWLY-INAUGURATED, MODERN HEADQUARTERS WITH WAREHOUSING FACILITY AND SHOWROOMS IN ZURICH SUBURB. MAINTAINS BRANCHES IN ANTWERP, BELGIUM; HAMBURG, GERMANY; WOKING, UK; AND NETWORK OF OWN AGENTS. EXHIBITS AT MAJOR ELECTRONICS TRADE FAIRS IN EUOPE. WILL EXHIBIT AGAIN AT SVJAZ TRADE FAIR ON EQUIPMENT FOR TELECOMMUNICATIONS INDUSTRIES, APR 5-15, 77, MOSCOW; PRODUCTRONICA MUNICH; INELTEC, BASEL, BOTH THIS FALL. BANK REF: SWISS BANK CORP., 1000 LAUSANNE, SWITZ. GOOD OVERALL REPUTATION.

3. PIERRE BOLL'S CONTACT ADDRESS DURING COMING U S TRIP: GIVEN PHI, 1100 JOHN REED COURT, CITY OF INDUSTRY, CA 91745, TEL 213/968-9686, TELEX 043 910 584 4897. PIERRE BOLL AND ANDREA WILL VISIT NEPCON WEST ELECTRONICS EXHIBITION, MAR 1-3, 77 ANAHEIM, CA.

4. IF FEASIBLE, PIERRE BOLL WOULD LIKE TO MEET WITH REP OF BUREAU EAST-WEST TRADE IN EITHER LOS ANGELES OR SAN FRANCISCO AREA OR IN WASHDC. WE RECOMMEND BUREAU EAST-WEST TRADE CONTACT PIERRE BOLL C/O ADDRESS PARA 3 ABOVE. BOLL UNCLASSIFIED

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CLAIMS EXCELLENT CONTACTS IN USSR AND POLAND WITH STATE AGENCIES FOR SALE U S ELECTRONICS PRODUCTION EQUIPMENT. HE WILL PRLMOTE INTERESTS OF U S FIRMS AT SVAJZ MOSCOW TRADE FAIR (SEE PARA 2 ABOVE). BOLL ALSO WISHES BACKGROUND INFO ON U S EXPORT CONTROL AND TYPES OF ELECTRONICS PRODUCTION EQUIPMENT, AND OIL FIELD EQUIPMENT FOR WHICH EXPORT LICENSES ARE OBTAINABLE TO USSR.

5. ACTION REQUESTED: A) OED/FOREIGN BUYER STAFF: PLEASE DISSEMINATE BUSINESS INTERESTS OF PIERRE BOLL DESCRIBED PARA 1 ABOVE TO U S MANUFACTURERS OF A) ELECTRONICS PRODUCTION EQUIPMENT B) OIL FIELD EQUIPMENT C) INDUSTRIAL OIL ADDITIVES, SEEKING REPRESENTATION IN EUROPE, SPECIFICALLY, SWITZERLAND, GERMANY, USSR, POLAND. TRANSMIT LEADS TO BOLL'S ADDRESS PARA 3. SINCE BOLL MAY ALSO CONTACT DISTRICT OFFICES IN HOUSTO, SAN FRANCISCO AND LOS ANGELES, WE RECOMMEND THAT COPY OF THIS MSG BE TRANSMITTED TO THOSE DO'S.

6. BUREAU OF EAST/WEST TRADE: THE BUREAU'S
ASSISTANCE IN ANSWERING BOLL'S QUESTIONS AS PER PARA
4 WILL BE APPRECIATED. ANY EXPRESSIONS OF
INTEREST ON THE PART OF U S COMPANIES SEEKING
DISTRIBUTION IN USSR AND POLAND FOR ELECTRONICS PRODUCTION
EQUIPMENT AND OIL FIELD EQUIPMENT CAN LIKEWISE BE TRANSMITTED
TO BOLL'S U S ADDRESS PARA 3.
IMPORTANT NOTE: SALES FIGURES UNDER PARA 2 ARE NOT RPT NOT
FOR PUBLICATION.
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Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
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Review Release Date: n/a
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Status: NATIVE
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TAGS: BTRA, SZ, (BOLL, PIERRE)
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